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62.61

1943 Hornberger's 1943 Gladiolus List

JOBBER'S CASH PRICES AND TERMS OF SALE: PLEASE READ

These quotations supercede all previous price quotations, and we quote f.o.b. Hamburg, N. Y. for Express shipment, if wanted by Parcel post or freight, the customer must assume responsibility for all loss by freezing, as there is no coverage for such damage.

CASH with order or 25% will hold for later delivery, if not paid for at time for delivery we will shop c.o.d. for bal. due unless otherwise instructed.

NO PACKING CHARGE except where special packing, or material is required, we also make a 25c packing charge on orders for less than \$1.00.

BULBETS IN BULK. Ask for our letter quotations, we have a good supply of Rose Van Lima, Isola Bella, Lavender Queen, Rewi Fallu, Alladin, Token, McQuiston, Blue Beauty, Blue Admiral, King Lear, and many other fine glads.

200 BULBS AT THE 1000 RATE: 25 BULBS AT THE 100 RATE. 10 BULBS WILL BE SOLD at 1/8th the 100 price. No item packed for less than 10c. Pints sold at quart rates.

Minimum item 10c		No. 1	No. 2	No. 3	No. 4	No. 5	No. 6	Blts. Qts.
ALLADIN. Ex. large ruffled	100	3.00	2.50	2.00	1.50	1.00	.70	
salmon pink-cream throat	1000	25.00	20.00	16.00	13.00	8.00	5.00	4.00
AMERICAN COMMANDER.	100	10.00	8.00	6.00	4.00	3.00	2.00	
Tall Lg. Fl'd. Com. deep red	1000	70.00	56.00	42.00	28.00	21.00	14.00	10.00
BAGDAD. Tall large	100	1.60	1.20	1.00	.80	.60	.40	1.00
smoky old rose	1000	12.00	10.00	8.00	6.00	4.00	3.00	1.00
BEACON. Tall, large bright	100	2.00	1.50	1.20	1.00	.60	.50	
scarlet-cream blotch	1000	16.00	13.00	10.00	8.00	5.00	4.00	2.50
BETSY BOB UP. Tall late	100		2.00	1.00	.80	.50		
buff pink "Nuthall sport"	1000			8.00	5.00	3.50		1.00
BIT O'HEAVEN. Tall,	100	2.00	1.50	1.20				
bright orange	1000	16.00	13.00	10.00				1.50
BLUE ADMIRAL. Tall, clear	100	2.00	1.50	1.00	.80	.60	.40	
dark blue, extra good	1000	16.00	12.00	9.00	6.00	4.00	3.00	2.00
BLUE BEAUTY. Tall, large	100	2.50	2.00	1.60	1.20	1.00	.80	
A-1 commercial blue	1000	20.00	16.00	13.00	10.00	6.00	4.00	4.00
CHARMAINE. (E. NEW)	100	6.00	5.00	4.00	3.00	2.00	1.50	7.00
Tall lovely soft rose (extra)	1000	48.00	40.00	32.00				

Minimum item 10c		No. 1	No. 2	No. 3	No. 4	No. 5	No. 6	Blts. Qts.
CHAS. DICKENS. Tall	100	2.00	1.60	1.20	1.00	.80		
large purple	1000	16.00	12.00	10.00	7.50	5.00		2.00
DREAM O'BEAUTY. Large	100	2.00	1.50	1.00	.80	.60	.50	
Am. Beauty colored bloom	1000	16.00	12.00	8.00	6.00	5.00	4.00	1.50
ELOISE. A good	100	2.00	1.50	1.00	.80			
commercial lavender	1000	16.00	12.00	8.00	6.00			2.00
EMBERS. Sal. pink	100	2.00	1.50	1.20	1.00			
sport of Aflame	1000	16.00	12.00	10.00	8.00			2.00
GATE OF HEAVEN. Early	100	2.00	1.50	1.20				
very deep yellow	1000	16.00	12.00	10.00				1.50
GOLDEN CHIMES. A large	100	2.50	2.00	1.60	1.00	.80	.60	
ruffled clear yellow	1000	20.00	16.00	12.00	8.00	6.00	4.00	
ISOLA BELLA. A large	100	2.50	2.00	1.30	1.00	.70	.50	
ruffled lavender lilac	1000	20.00	16.00	10.00	7.00	5.00	4.00	2.00
JOSEF HAYDN. (Pf.)	100	4.00	3.50	3.00				5.00
helitrope, vivid blotch								
J. S. BACH. Tall, large	100	2.50	2.00	1.50	1.00	.75	.50	
sal. red, many bloom open	1000	20.00	16.00	12.00	9.00	7.00	5.00	5.00
JALNA. Deep smoky	100	3.00	2.50	2.00	1.50	1.00	.80	4.00
JEANEL: SEE ELSEWHERE	100	36.00						50.00
KING ARTHUR. A large	100	2.00	1.60	1.40	1.10	.80	.60	
ruf. mauve lavender	1000	18.00	13.00	12.00	10.00	7.00	5.00	2.00
KING LEAR. (Palmer) Tall	100	4.00	3.50	2.75	2.00	1.00	.80	
large, ruf. purple. A-1	1000	32.00	28.00	20.00	16.00	9.00	6.00	4.00
LAVENDER QUEEN. A tall	100	2.00	1.50	1.20	1.00			
deep lavender	1000	16.00	12.00	10.00	8.00			1.00
MAID OF ORLEANS. Early	100	1.50	1.20	1.00	.80	.60	.50	
best. com. white	1000	12.00	10.00	8.00	6.00	5.00	4.00	1.00
MILFORD. A lovely large	100	1.50	1.20	1.00	.80			
light blue	1000	12.00	10.00	8.00	6.00			2.00
MINUET. The best	100	1.80	1.50	1.20	1.00	.80	.60	
commercial lavender	1000	15.00	12.00	10.00	8.00	6.00	4.00	4.00
MISS ALAMEDA. A tall	100	1.50	1.20	1.00	.80			
A-1 com. sal. pink	1000	12.00	10.00	8.00	6.00			2.00
MISS BLOOMINGTON. Tall	100		1.80	1.30	1.00			
early clear yellow	1000		15.00	10.00	7.00			2.50
MISS NEW ZEALAND. Tall	100	3.50	3.00	2.50				
ex. large sal. pink	1000	30.00	25.00	20.00				
MIXTURE FOR FLORISTS.	100	1.50	1.00	.80	.60	.50	.40	
All colors	1000	12.00	8.00	6.00	4.00	3.00	2.00	1.00

Minimum item 10c		No. 1	No. 2	No. 3	No. 4	No. 5	No. 6	Blts. Qts.
MRS. E. J. HEATON. Tall lg.	100	2.50	2.00	1.50	1.00			
salmon pink	1000	20.00	16.00	12.00	8.00			2.00
MARGARET BEATON. Large	100	5.00	4.00	3.50	2.60	2.00	1.50	15.00
white, with scarlet blotch	1000					18.00	16.00	
NINTH SYMPHONY. (Pf.)	100	2.00	1.50	1.20				
Tall bright sal. red	1000	16.00	12.00	10.00				2.00
PEGGY LOU. Tall, large	100	2.00	1.50	1.00	.90	.70	.50	
clear rose pink. A-1	1000	16.00	12.00	9.00	7.00	5.00	3.00	1.00
PELEGRINA. Early	100	2.00	1.50	1.20				
dark blue	1000	16.00	12.00	10.00				
PHYLLIS McQUISTON. Tall	100	1.50	1.00	.80	.60			
large clear pink, ex. com.	1000	12.00	9.00	6.00	5.00			1.00
PICARDY. Large salmon	100	1.50	1.00	.80	.70	.50	.40	
pink, the best com.	1000	12.00	9.00	6.00	5.00	4.00	3.00	1.00
POLAR ICE. Early, tall	100	2.50	2.00	1.40	1.00	.60	.50	
pure white	1000	20.00	16.00	10.00	7.00	5.00	4.00	2.00
PURPLE BEAUTY. Large	100	5.00	4.00	3.00	2.00	1.50	1.00	
new clear purple. A-1	1000	45.00	38.00	28.00	18.00	13.00	9.00	
RED LORY. Tall, large	100	2.50	2.00	1.50	1.20			
magenta red, (extra)	1000	20.00	15.00	12.00	10.00			
RED PHIPPS. Tall, bright	100	2.00	1.50	1.00	.80			
scarlet, many open	1000		12.00	9.00	6.00			1.00
REWI FALLU. Extra large	100		2.00	1.50	1.00	.80	.60	
deep clear red. A-1	1000		16.00	12.00	9.00	7.00	5.00	2.00
ROSA VAN LIMA. New A-1	100	2.00	1.50	1.00	.80	.60	.40	
Com. tall, early rose pink	1000	15.00	12.00	9.00	7.00	5.00	3.00	1.50
SCHWABEN GIRL. Ex. early	100	1.50	1.20	1.00				
bright clear pink	1000	12.00	10.00	8.00				1.00
SONATINE. Tall large pink	100	2.00	1.50	1.00				1.00
TOKEN. Tall, ex. early, ruf.	100	1.20	1.00	.70	.60	.40	.30	
salmon pink, an A-1 Com.	1000	10.00	7.00	5.00	4.00	3.00	2.00	1.00
TIP TOP. Tall extra fine	100	2.50	2.00	1.50				
large clear red	1000	20.00	16.00	12.00				
VAGABOND PRINCE. Tall	100	2.50	2.00	1.50	1.20	1.00	.80	
mahogany brown-flame blotch	1000		14.00	12.00	10.00	8.00	6.00	2.00
WURTEMBERGIA. Tall, large	100	1.50	1.20	1.00	.80			
bright red-cream blotch	1000	12.00	10.00	8.00	6.00			2.00
ZAUBERFLOTE. Tall A-1	100	2.00	1.50	1.20	1.00			
Peach rose-red blotch	1000	16.00	12.00	10.00	8.00			2.00

JOBBER'S LIST NO. 2. NEWER VARIETIES. Quoted in smaller quantity. 25 bulbs at the 100 rate, 5 bulbs at the 10 rate, and one (or more) bulb at $\frac{1}{8}$ the 10 price, unless quoted otherwise. The 1000 rate is 8 times the 100 rate, with 200 or more at the 1000 rate. Sizes quoted for this list are large, medium and small.

Minimum item sold is 10c		Large	Medium	Small	Bulblets	
AFLAME. Giant	10	.40	.25	.15		
Flame red	100	2.50	1.50	.80		
ANGELUS. Pure pink, with	10	.50	.35	.20	100	.15
cream white throat	100	3.00	2.00	1.00	1000	1.25
ALGONQUIN. (Palmer). Tall	10	.80	.50	.30	100	.30
large bright red	100	6.00	4.00	2.00	1000	2.50
BINGO. (Canine). A creamy	10	.70	.50	.30	100	.35
white sport of Picardy	100	6.00	4.00	2.40	1000	3.00
CAMELLIA. (Palmer). Tall	10	1.00	.80		100	.35
large, blush pink						
COLOSSUS. (G. M.). Tall	10		.30	.20	pkg.	.10
extra large, bright pink	100		2.00	1.00	1000	1.00
DR. DENTZ. Large light	10	.50	.30		1000	2.00
rose pink, clear color	100	3.60	2.00			
ELIZABETH THE QUEEN. A new	1	1.00	.60	.40	10	1.00
ruffled lavender	10	6.00	4.00	3.00		
ETHEL CAVE COLE. (Cave). A	1	.25	.15	.10		
tall new large pink	10	2.00	1.25	.90	100	1.50
Good grower and propagator	100	18.00	11.50	7.00	1000	12.00
EMBLEM OF PURITY. A new	1	.25	.15	.10	100	.30
heavily ruffled white	10	2.00	1.00	.80	1000	2.50
FIREFLY. A new very	10	.50	.30	.20	pkg.	.15
bright red	100	4.00	2.00	1.00	1000	1.00
FLORA FARMER. (Quackenbush)	1	.15	.10		10	.15
A bright pink with cream thr.	10	1.20	.50	.40	100	1.00
IRAK. (Mitsch). A large, lav.	10	.50	.30	.20	pkg.	.15
grey sport of Bagdad	100	3.00	2.00	1.00	1000	1.00
JASMINE. (Palmer). A new	10	.80	.60	.40	100	.20
ruffled lemon yellow	100			3.00	1000	1.50
KING MIDAS. (Herridge). A tall	1	.25	.15	.10	10	.15
lovely deep, clear yellow	10	2.00	1.20	.80	100	1.00
MARSEILLAISE. (Dr. Geo. Scheer).	1	.75	.50	.25	onr.	.15
a new large bright red	10	8.00	6.00	3.00	10	1.00
MASTER MYRON. (Krueger). New	1	.25	.15	.10	10	.20
a tall large, bright red	10	2.00	1.20	.60	100	1.60
considered a good commercial	100		9.00	5.00		
MRS. C. W. GANNETT. (Chamberlin).	1	2.00	2.00	2.00	1	.35
Sensational giant smoky. A-1					10	3.00

Minimum item sold is 10c		Large	Medium	Small	Bulblets	
MRS. F. C. HORNBERGER. White	10	.50	.30			
RECADO. (Palmer). A very good smoky, old rose	10 100	.60 5.00	.40 3.00	.25 2.00	100 1000	.20 1.50
ROSY MORN. (Riley). A lovely clear color, rose-white throat	10 100	1.60 12.00	1.20 10.00	.80 7.00	100 1000	1.00 8.00
SENSATION. (Nar.). Tall, strong ruffled salmon rose	1 10	.20 1.60	.15 1.20	.10 .80	25 100	.35 1.00
TIMBUCTOO. (Palmer). A fine new rose red, good grower	10	.80	.60	.40	100	.75
ZUNI. (Mitsch). A tall strong grower, smoky silvery rose	10	.80	.60	.40	100	.75
EXHIBITION MIXTURE. An assortment of colors	100 1000	2.00 16.00	1.00 8.00	.50 4.00		2.00

Some labeled lots that are slightly mixed, at $\frac{1}{8}$ less than list prices.

MARGARET BEATON. Slightly mixed with Purple Beauty, sizes No. 5-6 and blts.
PURPLE BEAUTY. Slightly mixed with M. Beaton, sizes No. 5-6 and blts.

We offer the following fine commercial glads, per 1000 with 200 or more at the 1000 rate
 For less than 200 add 20 % to prices below.

Prices per 1000.	No. 1	No. 2	No. 3
CLINGENDALL. Ex. early orange red	35.00	24.00	18.00
DR. DENTZ. Lovely light rose pink	30.00	22.00	16.00
GLOAMING. Ruf. bright purple	18.00	14.00	12.00
GOLD DUST. (Pf.). Early, rich yellow	18.00	14.00	12.00
BETTY NUTHALL. Tall, large salmon	10.00	8.00	6.00
BERTY SNOW. Tall, clear lavender	10.00	8.00	6.00
DR. MOODY. Early deep lavender	12.00	10.00	8.00
VEILCHENBLAU. Dark deep blue	12.00	10.00	8.00
FLORISTS ASSORTMENT. Many colors	10.00	8.00	6.00

JEANEL. (Hornberger). Our lovely new sport of Picardy, grows, performs and handles like Picardy, in fact **it is Picardy** with a different color, and all qualities and performance is exactly like Picardy. This is a lovely creamy buff pink. For No. 1 see regular list. We quote below large, medium and small sizes as well as bulblets.

Wholesale prices.	Large	Medium	Small	Bulblets	
JEANEL. Sport of Picardy	1	.50	.30	.20	
	10	4.00	2.00	1.00	100 2.00
	100	30.00	15.00	7.00	1000 18.00
	1000			60.00	qt. 50.00

NOTICE FOR RETAIL CATALOGS. Due to general conditions we did not issue a regular retail catalog this season, we have a supply of old catalogs for most of the variety descriptions, and we have issued a mimeographed sheet with the 1943 prices at retail, and prepaid list, this list is now available.

WHY SO MANY NEW GLADIOLUS ARE DISCARDED

Hundreds of new varieties are being introduced at the present time, many of them very lovely flowers, and of much exhibition value when grown under the right conditions, unfortunately glads can not always be grown under very favorable cultural conditions. We have just discarded New Era, Shirley Temple, and Star of Bethlehem. These are very lovely varieties, but so many customers do not have success with them, and they cause too many complaints from persons who do not discriminate between "bud weakness" in a variety and **true** indications of disease. It is true such varieties are much inclined to disease, and this is but natural, and complies with the so called law of the survival of the fittest. So much attention is given to producing good color substance, placement, many open bloom, etc., and but little attention is given to **DISEASE RESISTANCE**. Varieties of real com. merit must have these qualities bred into them. We realize the value and importance of the beauty of color, harmony, charm, placement etc., but "weak" varieties are of little or no com. value. Vigorous growth of a plant is not an indication of disease resistance. Many varieties that make very vigorous growth of their plants, are very much subject to disease and other weakness, in the same manner that a very robust looking person or animal may also lack high qualities of resistance.

In our many glad tests and trials we have taken two varieties, using good healthy bulbs and having one variety a "weak bud" variety and the other variety known for its high resistance to environmental factors, using these bulbs in soil, that drained only moderately fast, after about a week of rainfall, we have found the "resistant" variety producing practically 100% normal plants, while perhaps one half of the "weak bud" variety would turn yellow and the plants die off, here is an example of resistance alone, and a condition in which disease does not enter. (Disease free soil was used).

DISEASED SOILS: Fungus rots may remain active in some soils for five years **or more**, even when no glads are planted in such soil, each "spot" where a diseased bulb grew, remains a "spot" of future infection, if you plant a clean lot of bulbs in such soils there will be some diseased bulbs as a result of **contact** with these diseased areas of soil.

QUICK, DRY CURING: When you use land, that has had a bulb crop in some previous year, it is very important to dry bulbs as quickly as possible, removing all soil etc. As soon as dry, store in a cool dry storage, and remove the old roots as soon as possible. By keeping bulbs dry and in a cool place, you do much to control the spread of disease in storage, as under wet or damp conditions, combined with warmth, fungus disease spreads much more rapidly in your storage than in the field, as your bulbs are in close contact with each other. Disease spreads much more rapidly among weak or susceptible varieties than among the more resistant kinds. By F. C. H.

NOTE: We use **new soil**, and fumigate bulbs in storage. Our bulbs are "Young bulbs", that is most of our stock is grown from small planters and bulblets. We feel we can supply very high quality bulbs, yet we always advise you to dip all bulbs before planting them. Use either Bich. of Mer. (corrosive sublimate) Lysol, or any other dip you have found satisfactory.

YOUR CASH DISCOUNTS: (VALID ONLY UNTIL APRIL 15th 1943). By that date we expect to issue a late spring list, and these discounts may or may not be repeated. Also order early in order to secure the best selection.

FOR CASH WITH ORDER (only). On orders of \$2.00 to \$10.00 take 2% for cash, from \$10.00 to \$25.00 take 5% for cash, from \$25.00 to \$50.00 take 7% for cash, and on orders over \$50.00 take 10% for cash. These are all net discounts, no other discounts apply to these quotations. We assume no responsibility for conditions beyond our control, and will not be responsible for typographical errors in this list or any other advertising matter. If the customer does not take this discount, we add extra stock for value.

ORDER BLANK

Hornberger's Service

CLARK STREET, — HAMBURG, N. Y.

DATE _____ 194 _____

HOW SHIP? _____
WHEN WANTED? _____

No. — KIND — PCS. _____

YOUR COMPLETE ADDRESS: WRITE OR PRINT PLAINLY, your name, Mr., Miss or Mrs., give street or r.f.d. No. or P. O. Box No. and state if order is for Exp. shipment. Give name of Exp. Office, if different.

QUANTITY	SIZE	NAME	AMOUNT
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PLEASE READ—THRIP CONTROL

NEVER PLANT GLADIOLUS CORMS, UNLESS—they have first been dipped in some good disinfectant. This not only is the best precaution against thrip infestation, but it does much more, as it helps control fungus rots and bacterial growth, which each year cause so much loss to gladiolus growers.

RECENT EXPERIMENTS: Conducted by Prof. Manley of W. Va., indicate that the following Lysol solution is the **IDEAL** dip for the control of thrips, fungus rots, and bacterial scab. You can purchase Lysol in most any drug store, and you can use Lysol in any kind of container, making sure that all bulbs are completely immersed in the solution. In the use of all dips, it is better to have the water a little warm than very cold. The proper concentration for this dip is as follows: Use $1\frac{1}{4}$ tablespoon of Lysol to each one gal. of water you use, soak for three hours, if left in a little longer no harm will result. It is also claimed that this will aid and stimulate root growth. Experiment Station work indicates that dipping bulbs (corms) before planting, tends to produce better flowers and more healthy bulbs.

STORAGE: Proper storage is important. Where possible keep bulbs in a cool well ventilated storage. Keep temp. somewhat below 50 F in the mid winter months where this is possible. (Lysol solution can be used several times before replacing with fresh solution).

CORROSIVE SUBLIMATE is also a first class disinfectant, and if you can secure the material at present, use 1 oz. to each 7 gal. of water (warm water is best). Do not use this solution in any metal containers, soak bulbs 8 to 12 hours.

SUBSTITUTION OF SIZE (only). If out of size ordered we will send next smaller size. If not desired mark no here. _____

From **HORNBERGER'S SERVICE**

(F. C. Hornberger)

Clark St., Hamburg, N. Y.

Return postage guaranteed.



Returned for Postage

U. S. DEPARTMENT OF AGRICULTURE,

WASHINGTON, D. C.

BUREAU OF PLANT INDUSTRY
Fruit and Vegetable Crops and Diseases

••• 8-3591